

# MITIKAH – TORRE M





# MITIKAH – TORRE M





# MITIKAH – CONDO TOWER





# MITIKAH – RETAIL AREA





# MITIKAH – MEDICAL TOWER







# MITIKAH STATUS

**FUNO  
Investment**

2.4 Billion MXP

**CAPEX**

20 Billion MXP

**Stabilized  
NOI**

2.0 Billion MXP

**YOC**

51.6%

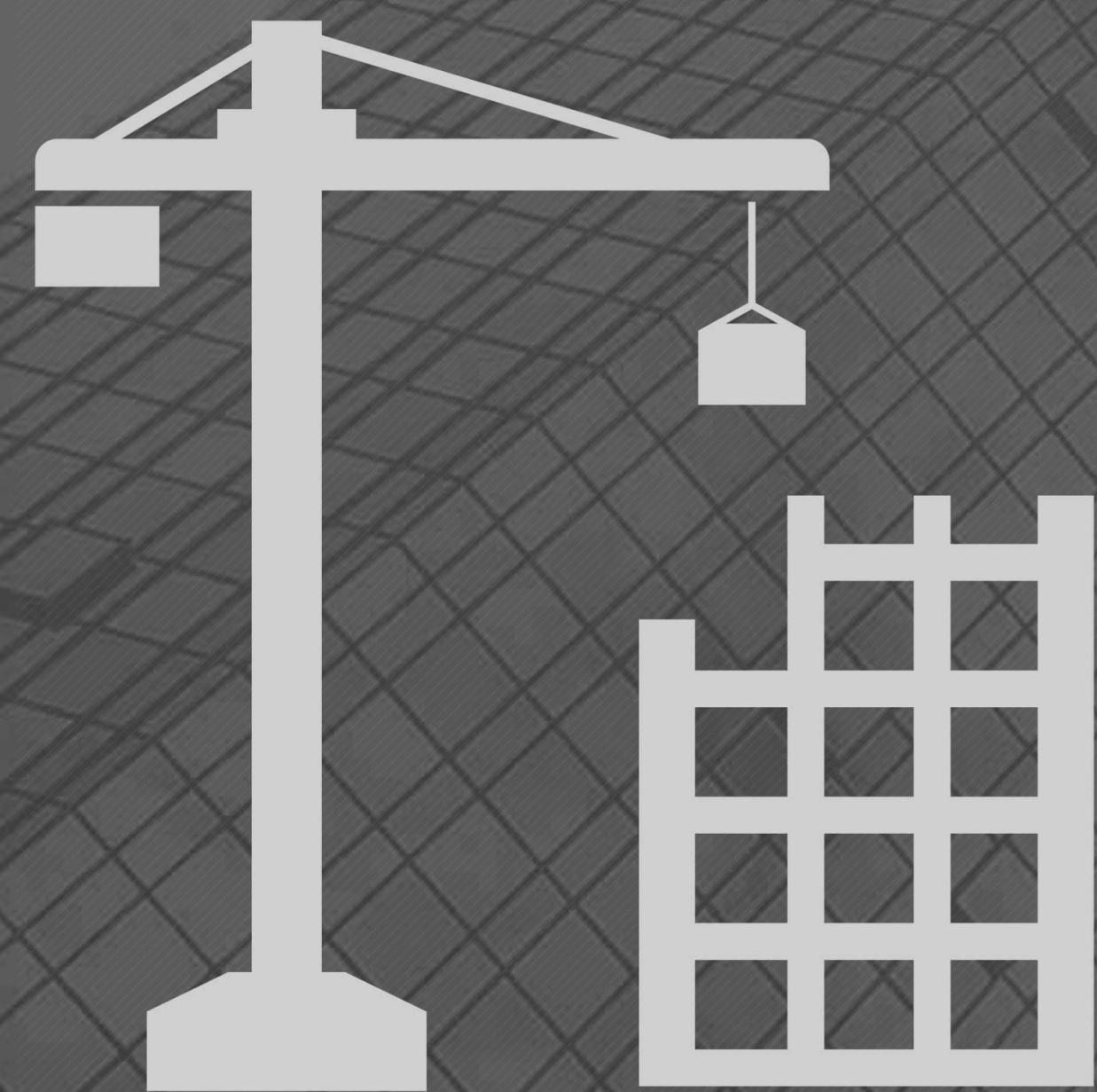


# HOW WE ACHIEVE IT



## Acquisitions

More than  
6.8 mm sqm



## Development

More than  
1.2 mm sqm



## Re-development

14 Properties



## JV's

Largest  
Construction in  
Latam





# MANAGEMENT PLATFORM

by Ignacio Tortoriello **VP of Administration & IT**



# MANAGEMENT PLATFORM

TECHNOLOGY



PROCESSES



PEOPLE

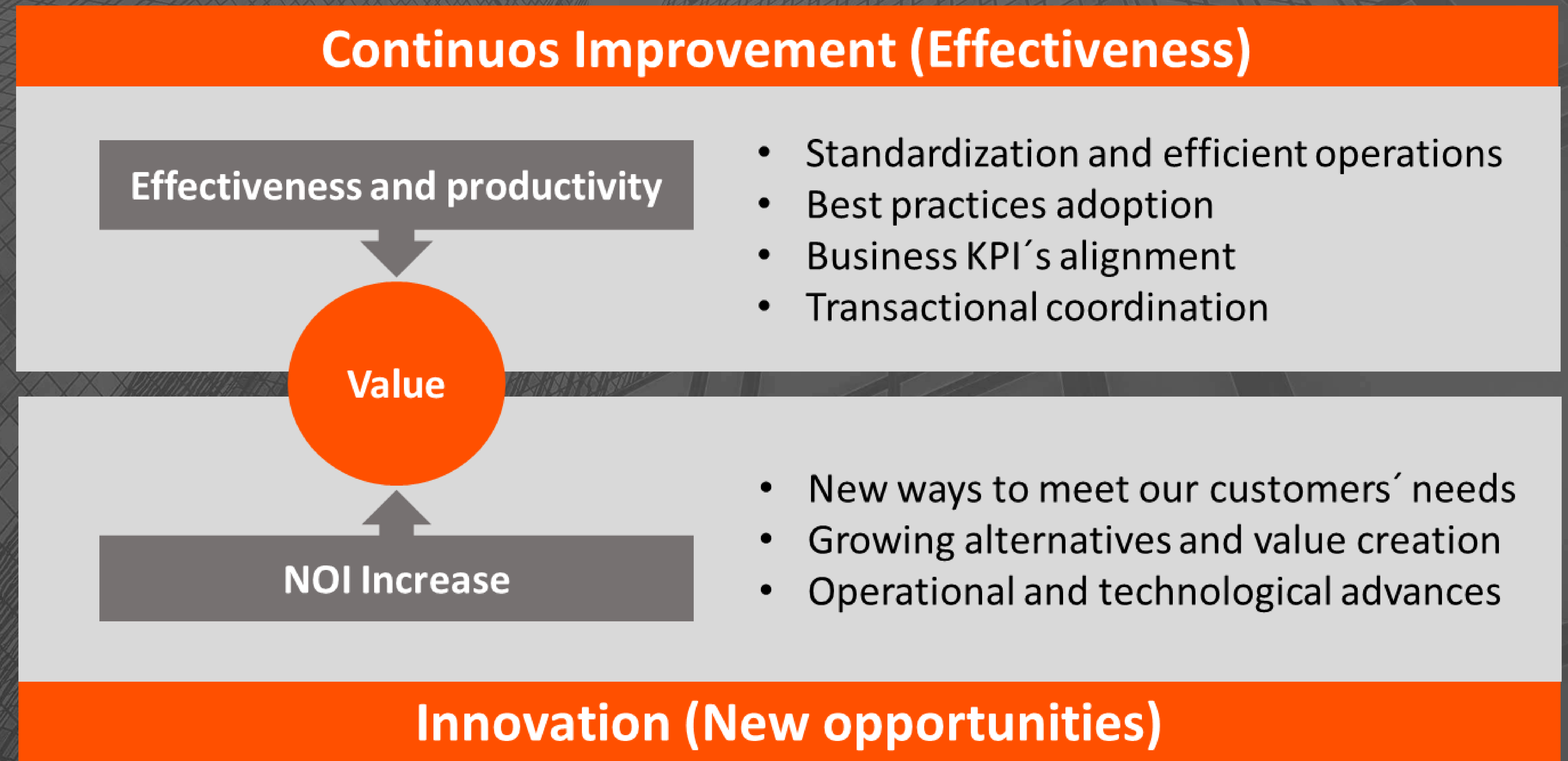




# MANAGEMENT BY EXCEPTION



- ✓ Standardized processes
- ✓ Processes automation
- ✓ Scorecards
- ✓ Operation manuals
- ✓ Sustainability focus





# FUNO'S ECOSYSTEM





# FUNO'S ECOSYSTEM

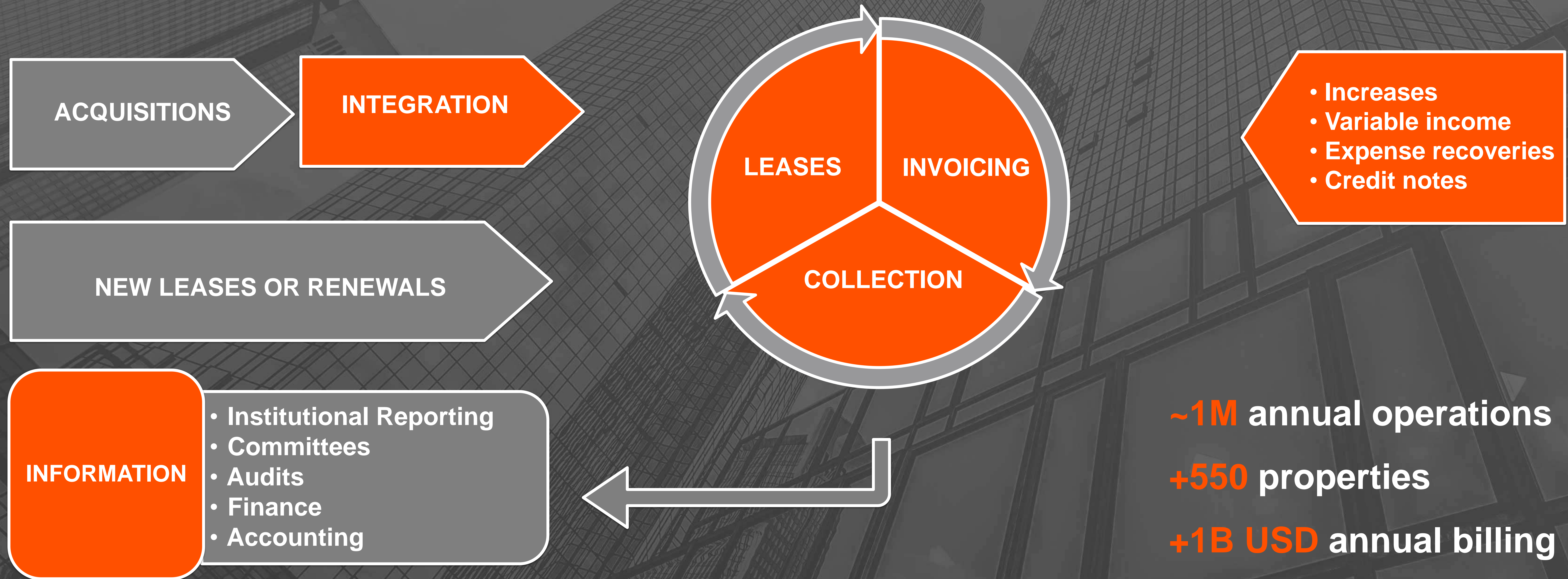


## DRP / BCP



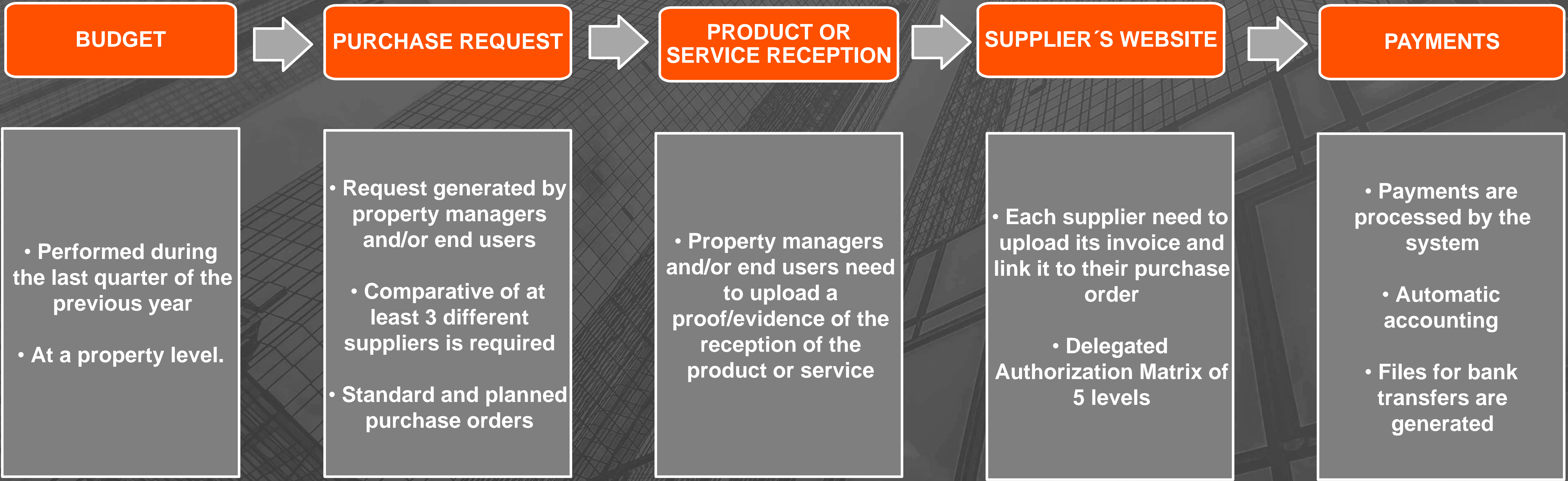


# REVENUE ASSURANCE





# PAYMENT PROCESS





# STANDARDIZED INFORMATION



## Facts Sheet

Billings YTD

# of properties

# Leases

GLA



Facturación

Antigüedad de Saldos

Top

Vencimientos de Contratos

% de Ocupación y GLA

\$ por M2

Geográfico

P&L

ScoreCard

Rent Roll

Pagos

Integrity

ARGUS

INICIO

Gastos Operaciones

MDA



# Facturación

Excluir OCW:  
FLY 94000

Seleccionar  
Todos

Selecciones Actuales

AÑO 2018

## PORTAFOLIO

01000 INICIAL  
02000 GRIS  
03000 BLANCO  
04000 AZUL  
06000 ROJO  
08000 SENDERO VILLAHERM  
07000 VERDE  
08000 MORADO

## SUCURSAL

00018 OPERADORA GALGUA  
00021 OPERADORA CVC  
01001 VIA MORELO 8 300  
01002 POLARIS  
01003 VALLEJO 2000  
01004 REFORMA 88  
01005 LA JOYA I  
01006 DIAMANTE

## CLIENTE

"COMERCIALIZADORA H&M"  
"EURO PREMIUM" SA DE CV  
"FASHION INK" SA DE CV  
"GLOBAL BRAND MANAGEM  
"HACH DE MEXICO" S DE RL  
"MICHRIE" SA  
"PEN&KE SERVICIO S DE ADA

## Filtros Adicionales

Concepto ☐  
Categoría ☐  
Segmento ☐

## Facts

Facturación YTD:  
\$13,940,878,173

# de Propiedades: 0

# Contratos: 0

GLA: 0

Año  
2014 2015 2016 2017 2018

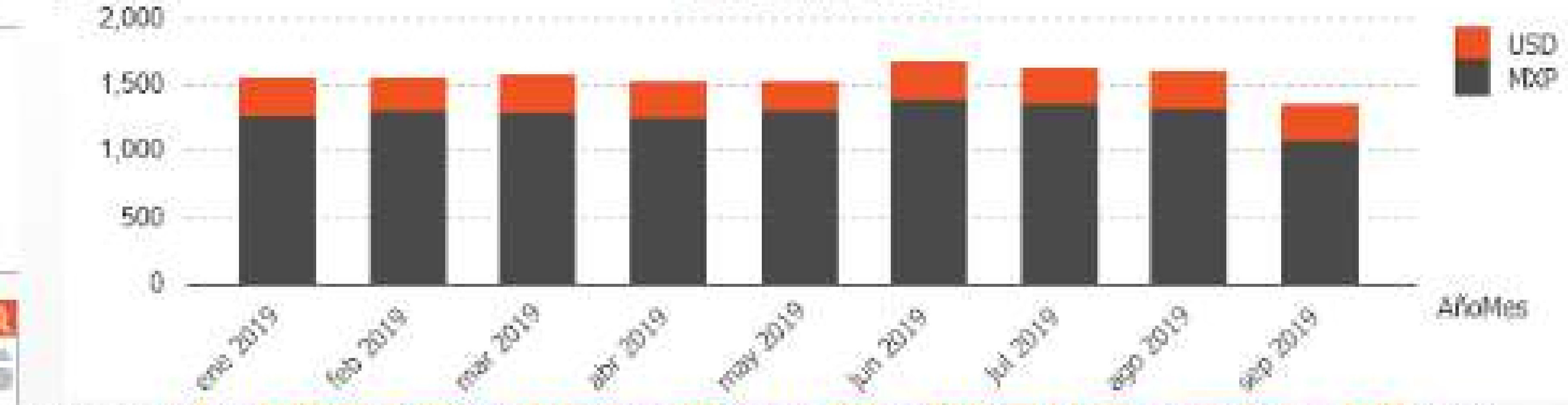
ene jul feb ago mar sep abr oct may nov jun dic

Q1 Q2 Q3 Q4

Menu

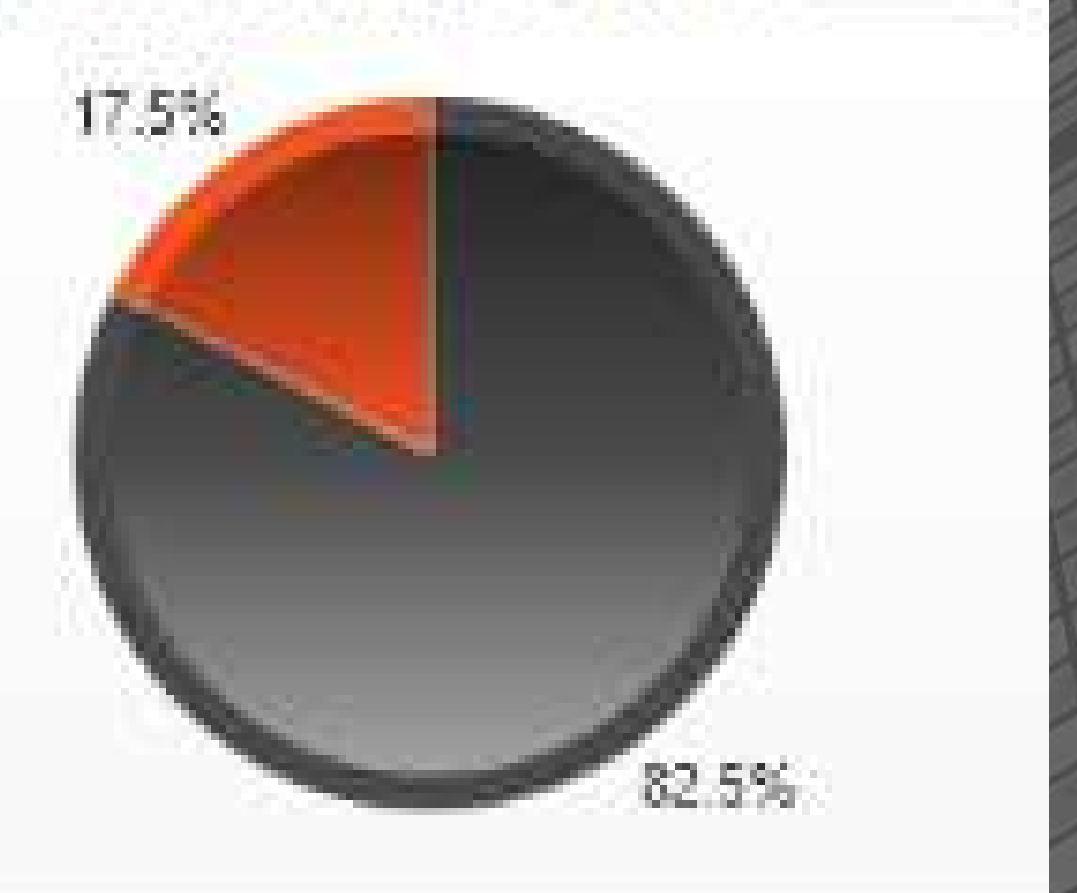
F U N O

## Facturación (MDP)



Moneda	A	ene 2019	feb 2019	mar 2019	abr 2019	may 2019	jun 2019	jul 2019	ago 2019	sep 2019	Total
MXP		\$1,261.1	\$1,294.8	\$1,282.0	\$1,241.7	\$1,290.7	\$1,385.5	\$1,352.8	\$1,318.0	\$1,080.8	\$11,504.9
USD		\$291.5	\$264.0	\$278.1	\$268.5	\$229.5	\$290.9	\$287.4	\$291.5	\$284.5	\$2,436.0
Total		\$1,552.6	\$1,548.8	\$1,560.2	\$1,510.1	\$1,520.2	\$1,676.3	\$1,619.9	\$1,607.5	\$1,345.1	\$13,940.9

## Facturación por Divisa

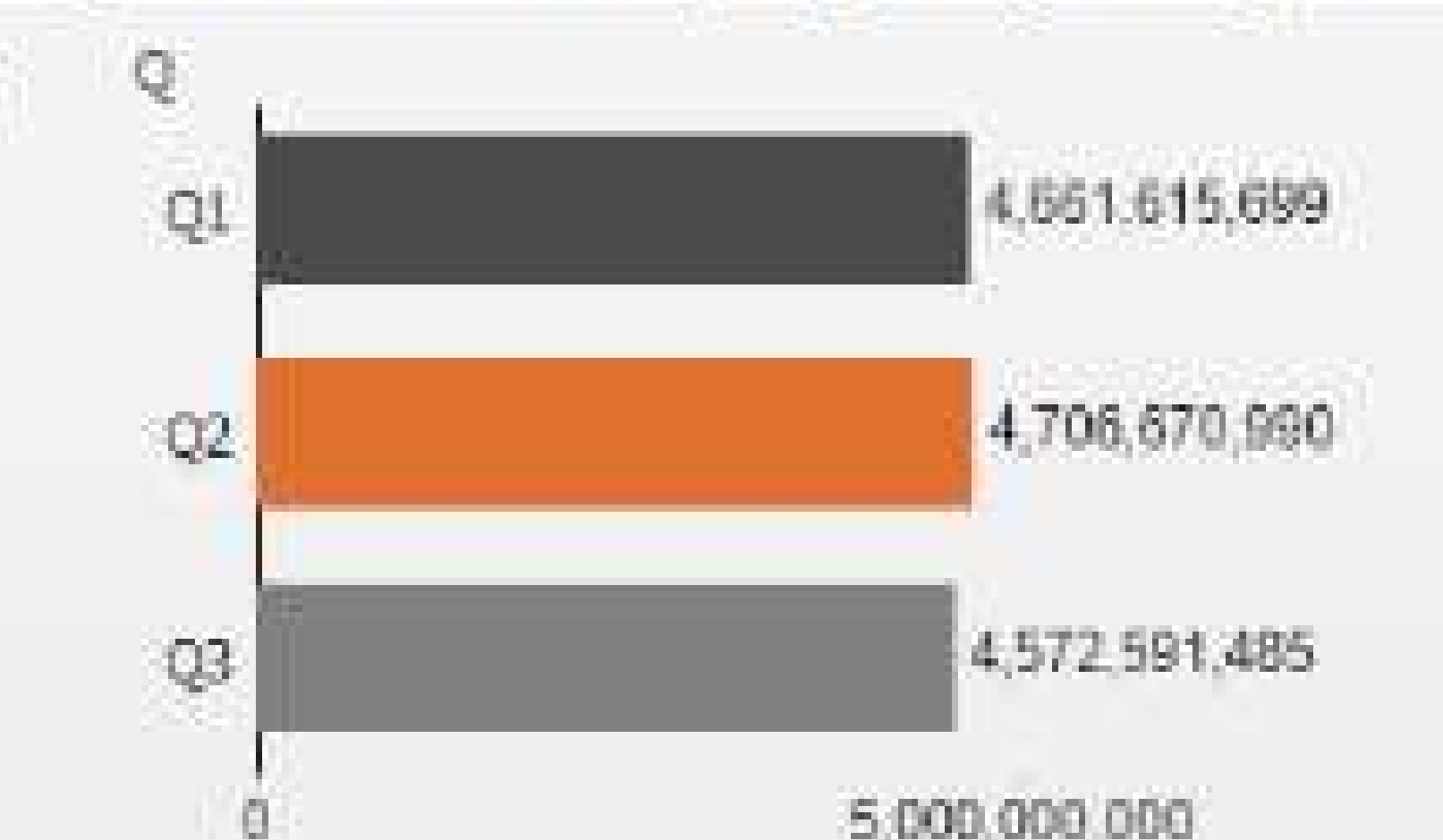


Convertir a  
USD

## Facturación 2019 Vs 2018(MMDP)



## Facturación por Q 2019(MMDP)



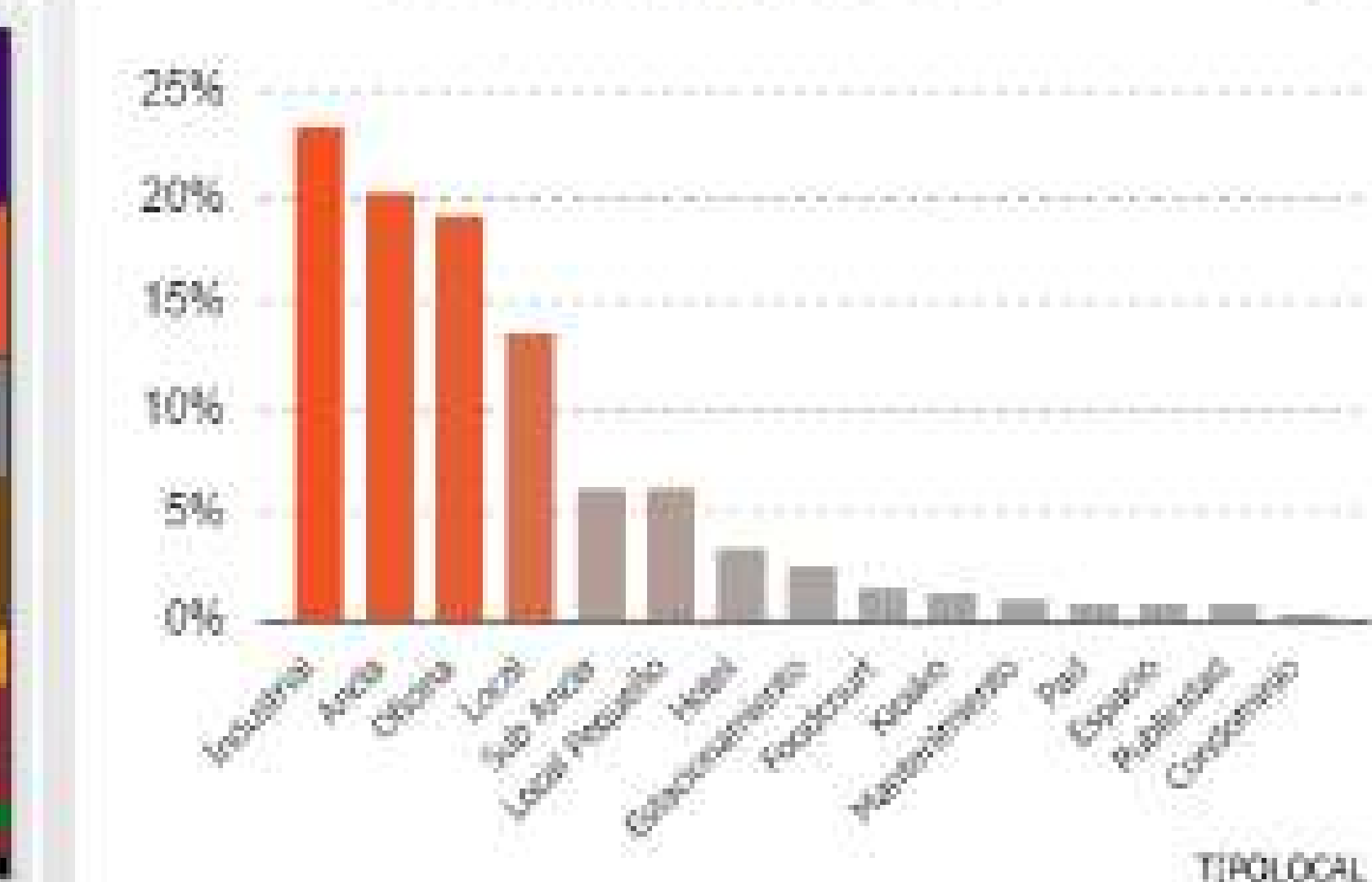
## 2019Q2 - 2019Q3



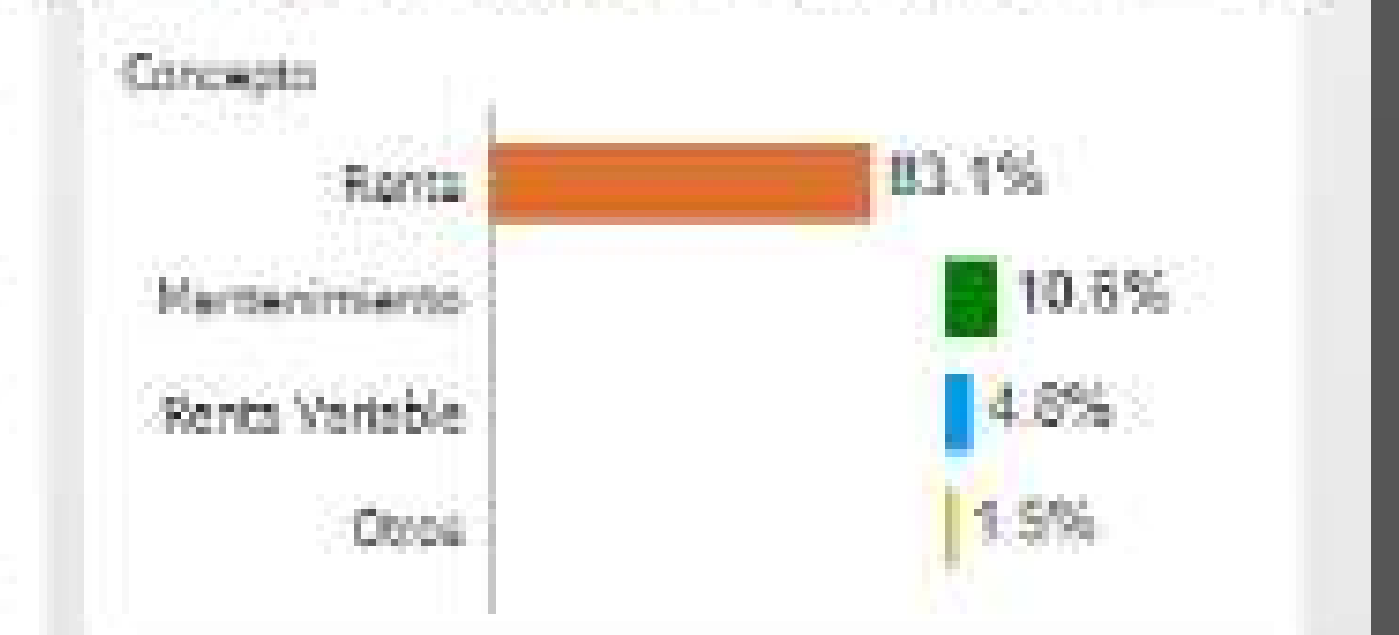
## Facturación por Portafolio



## Facturación por Tipo de Local



## Facturación por Concepto



Concepto	%	\$
Renta	83.1%	11,582.8
Mantenimiento	10.6%	1,484.1
Renta Variable	4.8%	667.5
Otros	1.5%	206.4
Total	100.0%	13,940.8

Facturación Portafolio>Sucursal>Cliente		% vs Mes Anterior (MDP)					% de Variación (MDP)				
PORTAFOLIO	AñoMes	ene 2018	feb 2018	mar 2018	abr 2018	may 2018	jun 2018	jul 2018	ago 2018	sep 2018	oct 2018
01000 INICIAL		109,956,208	103,926,319	103,709,032	102,069,944	109,564,303	112,307,481	116,860,012	102,333,513	97,444,444	97,444,444
02000 GRIS		8,891,808	8,150,501	8,005,460	8,169,991	8,383,882	8,472,910	8,701,416	8,546,751	8,546,751	8,546,751
03000 BLANCO		10,328,832	9,991,044	9,846,199	9,998,885	10,286,473	10,123,621	9,896,859	10,050,619	10,050,619	10,050,619



# PROCESS AUTOMATION



Purchase Requisition

Terminology

Payment requirement

Down payment

Billing stoppage

Budget extension



Bank Reconciliation

Billing's extension

Manual Billing

Urgent payments

Intercompany

Human Resources

Other income

Sustainability

14 Macro Processes    27 Subprocesses    11 Under development



# PROCESS AUTOMATION

